FORM **BE-12(LF)**(REV. 11/97)

U.S. DEPARTMENT OF COMMERCE

BENCHMARK SURVEY OF FOREIGN DIRECT INVESTMENT IN THE UNITED STATES - 1997 (LONG FORM)

MAIL REPORTS

U.S. Department of Commerce Bureau of Economic Analysis Washington, DC 20230

U.S. Department of Commerce Bureau of Economic Analysis BE-49(A) Shipping and Receiving Section M100 1441 L Street, NW Washington, DC 20005

A single original copy of this report shall be filed with the Bureau of Economic Analysis; this should be the copy with the address label, if such a labeled copy has been provided.

Important

Read Instruction Booklet before completing form. The instructions given below are only a brief summary of certain ones relating to this form.

Banks and bank holding companies — See Instruction Booklet, page 9, for special instructions.

Insurance companies — See **Instruction Booklet**, page 8, for special instructions.

- WHO MUST REPORT A Form BE-12(LF) report is required for each nonbank U.S. affiliate, fully consolidated as required, of a foreign person if
 - a. At the end of, or for, its 1997 fiscal year any one of the following three items for the U.S. affiliate was greater than \$100 million (positive or negative)
 - (1) Total assets, or
 - (2) Sales or gross operating revenues, excluding sales taxes, or
 - (3) Net income after provision for U.S. income taxes; and
 - **b.** The business enterprise was a U.S. affiliate of a foreign person at the end of its 1997 fiscal year.

If no one of the three items exceeds \$100 million, but at least one of the three items does exceed \$3 million, the U.S. affiliate must file form BE-12(SF), the short form.

See Instruction Booklet for reporting requirements, page 5, and for definitions of affiliate and U.S. affiliate, page 6.

- 2. U.S. AFFILIATE'S 1997 FISCAL YEAR affiliate's financial reporting year that has an ending date in calendar year 1997.
- 3. CONSOLIDATED REPORTING A U.S. affiliate shall file on a fully consolidated basis, including in the consolidation all other **U.S. affiliates** in which it directly or indirectly owns more than 50 percent of the outstanding voting interest. Hereinafter, the fully consolidated entity is considered to be one U.S. affiliate. See Instruction Booklet, page 7.
- 4. ASSISTANCE -- Telephone (202) 606-5577 during office hours - 8:30 a.m. to 4:30 p.m. eastern time.
- 5. **DUE DATE** A completed report on Form BE-12(LF) shall be due no later than May 31, 1998.

6. GENERAL NOTES

- a. Figures such as the number of acres and the number of employees should be reported to the nearest whole unit.
- b. Currency amounts should be reported in U.S. dollars rounded to thousands (omitting 000). **Do not enter** amounts in the shaded portions of each line.

EXAMPLE — If amount is \$1,334,615.00,

Bil.	Mil.	Thous.	Dols.
	1	335	

- c. If an item is between + or \$500.00 enter "0."
- d. Use parentheses to indicate negative numbers.
- e. All questions should be answered in the context of the reporting period given in item 5.

BEA USE ONLY Control number

Public reporting burden for this long form is estimated to vary from 7 to 715 hours per response, with an average of 79 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Director, Bureau of Economic Analysis (BE-1), U.S. Department of Commerce, Washington, DC 20230; and to the Office of Management and Budget, Paperwork Reduction Project 0608-0042, Washington, DC 20503.

MANDATORY — This survey is being conducted pursuant to the International Investment and Trade In Services Survey Act (P.L. 94-472, 22 U.S.C. 3101–3108, as amended by P.L. 98-573 and P.L. 101-533 – hereinafter "the Act"), and the filing of reports is mandatory pursuant to Section 5(b)(2) of the Act (22 U.S.C. 3104).

CONFIDENTIALITY — The Act provides that your report to this Bureau is CONFIDENTIAL and may be used only for analytical or statistical purposes. Without your prior written permission, the information filed in your report CANNOT be presented in a manner that allows it to be individually identified. Your report CANNOT be used for purposes of taxation, investigation, or regulation. Copies retained in your files are immune from legal process.

IDENTIFICATION OF U.S. AFFILIATE Part I

1. Name and address of U.S. affiliate — An address label, if affixed, shows, among other things,
the name and address of this U.S. affiliate, as known to BEA. If the name and address are correct,
write "same" on the label below. If there are any changes in the name or address on the label,
make the changes directly on the label. If no label has been affixed, enter the name and address in
full; skip a single block between words.
7

	c/o	(ca	re c	of)																											
1010	1																														
	Str	eet	or I	PO	Box	Κ																									
1003	1																														
	City	y an	d S	Stat	e																										
1004	1																														
	ZIP	Co	de				i	For	eig	n P	ost	al (Code	е																	
1005	1					0	R	2																							
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Is more than 50 percent of the ownership interest in this U.S. affiliate owned by another U.S. affiliate of your foreign parent?

	1			
1400	ľ	1	Ш	Yes
	1	_		
		2	\Box	No

1002 1

If the answer is "Yes" — Do not complete this report unless this affiliate has obtained permission from BEA to do so. Note, however, that nonbank affiliates of a bank affiliate must file separately regardless of the ownership interest; see Instruction Booklet, page 9. Otherwise, the report must reflect information and data for, and be filed in the name of, the fully consolidated U.S. business enterprise meeting the definition of U.S. affiliate. Please forward this BE-12 survey packet to the U.S. business enterprise owning your company to the extent of more than 50 percent, and notify BEA of the action taken by filing Form BE-12(X) with item 2(c) completed.

4. Enter Employer Identification Number(s) used by U.S. affiliate to file income and payroll taxes.

	ending	ј Ма	rch :	31, '	1997	' -												i	'
	REPORTING PERIOD This U.S. affiliate's 1997 fiscal year ends on Example — If the fiscal year ends on March 31, report for the 12 month											→	1007	, [1				
5. REPOR	RTING	PEF	RIOE)											Ν	Иor	nth	Day	Year
1006 1	<u> </u>	-							2		-								

1008 1 Yes 16.1		Mo	nth	Day	Y	ear
If the answer is "Yes" — Enter date U.S. business enterprise became a U.S. affiliate.	1009	1				1
NOTE — For a U.S. business enterprise that became a U.S. affiliate during its			¦	i		i
1997 fiscal year, the close FY 1996 data columns should all be zero.						

PENALTIES — Whoever fails to report shall be subject to a civil penalty of not less than \$2,500, and not more than \$25,000, and to injunctive relief commanding such person to comply, or both. Whoever willfully fails to report shall be fined not more than \$10,000 and, if an individual, may be imprisoned for not more than one year, or both. Any officer, director, employee, or agent of any corporation who knowingly participates in such violations, upon conviction, may be punished by a like fine, imprisonment or both. (22 U.S.C. 3105)

Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

REPORT — Enter name and address	repared in accordance with the applicable instructions, is complete, and is sub-						
Name 1000 ¹	tially accurate except that, in accordance with III.M. of the Instruction Bookl estimates have been provided where data are not available from customary						
Address	accounting records or precise data could not be obtained without						
	Authorized official's signature						
1004							
TELEPHONE 1001 1 Area code 2 Number 3 Extension							
NUMBER	Print or type name and title	Date					
4 Area code 5 Number							
FAX NUMBER							

Pa	INTERPOLATION OF U.S. AFFILIATE — C	Continue	ed						
7.	Form of organization of U.S. affiliate — Mark (X) one								
	1011 1 Incorporated in U.S.	Business e	nterpri	se incorpora	ated ab	road, but v	vhose head office	is located in the	
	2 U.S. partnership 3 U.S. branch of a foreign person 6	Other — S _l			siness a	activity is co	onducted in, or fro	om, the United St	ates
	4 Real property not in 1–3 above	Other — 3	pecity	K					
8.	U.S. affiliates fully consolidated in this report								
	If this report is for a single unconsolidated U.S. affiliate, enter "1" number of U.S. affiliates fully consolidated. (Hereinafter, they are								
	and all foreign business enterprises owned by this U.S. affiliate, for cost basis if less than 20 percent owned. See consolidation inst	rom the full	l conso	lidation: suc	ch affili	ates must	be included in this	s report on the ed	uity basis.
	U.S. affiliates must be fully consolidated in this report unle consolidated must file a separate Form BE-12(LF) or Form B	ess permis	sion h	as been re	ceived	from BEA	to do otherwis	e; those not ful	ly
	1012 1								
	Number — If number is greater than one, Suppler	ment A mus	t be co	mpleted.					
9.	U.S. affiliates NOT fully consolidated Number of U.S. affiliates in which this U.S. affiliate has an owners	ship interes	t that A	ARE NOT ful	lly cons	solidated in	this report.		
	1013 Number — If number is not zero, Supplement B m	·	nlatad	I The II Co	filiata	namad in i	tom 1 must inclus	la data far ayah l	I.C. offiliatoo
	in this report on an equity basis, or cost basis if le Form BE-12(LF) or Form BE-12(SF) in their own na	ss than 20 i							
10.	Does this U.S. affiliate have an equity interest in a foreign		nterpi	rise or con	duct o	perations	outside the Uni	ted States?	
	1								
	1014 1 Yes 2 No If "Yes" — Do not fully consolidate such e.	nterprises i	n this r	eport: inclu	de thei	n in the da	ta on an		
	equity basis, or cost basis if les	s than 20 p	ercent	owned.					
١١.	Did this U.S. affiliate acquire or establish any U.S. business report on a fully consolidated basis or that were merged in	to this U.S	es or s 6. affili	iate?	auring	tne repor	ting period that	are now contai	nea in this
	1015 1 Yes	hava baan	filed to	wofloot the		itian			
	2 No If "Yes" — Note that a Form BE-13 should								
12.	Did this U.S. affiliate sell or otherwise transfer ownership	of any of it	ts U.S.	. subsidiari	ies, op	erating di	visions, etc., du	ring its 1997 fis	scal year?
	1016 1 Yes 2 No								
IMP	ORTANT NOTE — Complete columns 3 and 4 ONLY if the percen	tage of dire	ct votir	ng			REPORTIN	G PERIOD	
	ership given in columns 1 and 2 DOES NOT match the direct equit nership of U.S. affiliate — Percent of voting stock and equity inte		incorn	orated		Voting	stock	Equity	interest
U.S.	affiliate, or an equivalent interest for an unincorporated U.S. affilia	ate, held DIF	RECTĹ	Y by —	Clos	e FY 1997	Close FY 1996	Close FY 1997	Close FY 1996
13.	All foreign parents of this affiliate — Give name of each (if m a separate sheet.)	ore than 4,	contin	ue on		(1)	(2)	(3)	(4)
	a.			1017	1	. %	. %	. %	. %
	b.				1	. %	2 . %	3 . %	4 . %
				1018	1	. 70	2	3	4
	<u>C.</u>			1019	1	. %	. %	3	. %
	d.			1020	1	. %	. %	. %	. %
14.	All U.S. affiliates of the foreign parents			1060	'	. %	. %	. %	. %
15.	All other U.S. persons			1061	1	. %	2 . %	. %	. %
				1001	1		2	3	4
16.	All other foreign persons TOTAL of directly held ownership interests — Sum of the sum o	of items 13	 3	1062		. %	. %	. %	. %
17.	through 16 ere is an entry in item 14, column (1) or column (2) — Enter in iter			ha nama(a)		00.0%	100.0%	100.0%	100.0%
dire	t is directly owned by a foreign parent.								
	U.S. affiliate holding direct ownership interest in the	his U.S. affi	liate					ownership chain ed by a foreign pa	
				t ownership . affiliate	in				
	Nama	(For the cl	lose of	each fiscal hese percen			Nama		BEA
	Name	for all	direct	owners mustem 14.)			Name		USE ONLY
		Close FY 1	•	Close FY 1	996				
	(a)	(b)		(c)			(d)		(e)
18.	1063	1	. %	2	. %				2
19.	1064	1	. %	2	. %				3
20.	1065	1	. %	2	. %				3
21.		1		2					3
BE	1066 EA USE 1070 1 2		3	<u> </u>	. %	4		5	
U	NLY					1		1	

Page 2 FORM BE-12(LF) (REV. 11/97)

Par	t l	IDENTIFICATION OF	U.S. AFFILIATE — Con	tinued						
22.	organ	a foreign government (inclu lization or agency) or a gove est, or its equivalent, of 5% on ncluding the ultimate benefi	ernment-run pension fund ha or more in any foreign paren	ve a combined	direc	t and indi	rect votir	ng ownership	0	BEA USE ONLY
	1071	1 ☐ Yes — Enter country of	the government							2
	1	2 □ No								
	gover	answer to item 22 is "Yes" — G nment or government-run pens	sion fund, showing at each leve	I the name of, an	nd the	percent ov	vnership h			
		in the entity below it. See Inst — Information regarding the U required by the line instruction		is essential; fail	ure to	properly c	omplete th			e extent
23.	Maio	r activity of fully consolidate	· ·			<u> </u>	to the rep			
	A list, and F	and explanation of, the 1997 In oreign Trade Classifications for period; for "start-ups," show th	nternational Surveys Industry (IS International Surveys. For an i	SI) codes used be	elow a indicat	re given in e the activ	the <i>Guide</i> ity pertine	e to Industry nt to the last		
		coded in 1110 through 1 2 Sales of goods — The	oment), manufacturing, fabricat 1140, 2111 through 2127, 2330 t	ing, assembling, hrough 2350, and ed in selling (at v	proces d 3111 wholes	ssing, or g through 3	rowing a g 399 of the	jood. These activi list of 1997 ISI co	ties a des.	
		information, including n professional, scientific, a remediation; accommod 1150, 2132, 2133, 2211 t	filiate is primarily engaged in p lewspaper, periodical, book, an and technical services; holding dations and food services, inclu hrough 2213, 4810 through 493	d database public companies; adm ding restaurants 9, and 5111 thro	shers, iinistra and ea ugh 81	and softwa tive and su ating place 130, except	are publish upport, wa s; etc. The : 5310, of t	ners; finance and ste management se activities are c he list of 1997 ISI	insura and oded codes	ance; in s.
		4 Real estate — The U.S. leasing, or acting as an	agent or broker of, real estate.	or is primarily er These activities a	ngaged are cod	d in investi led in 5310	ng in, or o of the list	perating, managi of 1997 ISI codes	ng, de S.	eveloping,
24.		is the major product or served, manufactured, sold at who			o state	e what is d	one to it, i	e., whether it		
defir Surv	ned in i <i>reys.</i> If	lassification of fully consoling tem 57) associated with each consoling you use fewer than ten codes, which is the start-ups" with no sales, show the sales, show the sales is the sales is the sales in the sales is	ode. For a full explanation of ea	ich code, see the	Guide	e to Industi	ry and For	eign Trade Classii	ficatio	ns for International
Hold the f	ling cor	mpanies should show total inconsolidated U.S. business enterp	ome. Note, however, that a U.S. prise. The "holding company" of	lassification (i.e.,	1997 I	ISI code 55				
Inclu	ıde in c	omerate. Call BEA for further as column (3) all employees, includ	ding part time employees, on th	ne payroll at the	end of	FY 1997, a	ssociated	with each code (f	or em	ployees engaged in
a rea	asonab	ing activities, see also instructi- le proxy for the number on the riations.	ons to column (4) on page 11). payroll at the end of FY 1997. S	A count taken at See Instruction	some Bookl	other date let, page 1	during th 3, concern	e reporting period ing reporting wh	d may en em	be given provided it is apployment is subject to
NOT	TES: 1	. If total sales are not accountenecessary, contact the U.S. Re		EA will, if		1007		Sales		Number of employees engaged in activities
	2	For most U.S. Reporters, the p column (3) is expected to diffe	percent distribution of employn er from that for sales in column industry simply by multiplying	(2). Do		1997 ISI cod (1)	e Bil.	(2) Mil. Thous.	Dols.	encompassed in each industry code in column (1) (3)
25.	Enter	code with largest sales	ionibution of dulot.		1164	1	2	ļ		3
26.	Enter	code with 2nd largest sales			1165	1	2			3
27.	Enter	code with 3rd largest sales			1166	1	2			3
28.	Enter	code with 4th largest sales			1167	1	2			3
29.	Enter	code with 5th largest sales			1168	1	2			3
		code with 6th largest sales			1169	1	2			3
		code with 7th largest sales			1170	1	2			3
		code with 8th largest sales				1	2			3
		code with 9th largest sales			1171	1	2			3
					1176	1	2	<u> </u>		3
	Numb	code with 10th largest sales per of employees of adminis		•	1177					3
	units. unit ai indust	e all employees on the payrolls Exclude administrative or auxil nd serve only that operating un try of the operating unit in lines let, page 13.	liary employees that are located iit (these employees must be re	d at an operating ported in the	1178			 		
36	Salas	and employees accounted for -	— Sum of items 25 through 35		1172		2	1		3
		and employes not accounted for		an entry	1172		2			3
	тота	L sales and employees — Su I sales must equal item 57.)				1	2			3
39.	Numb	per of employees in item 38, col	lumn (3), covered by collective	bargaining agree	1174 ements	<u> </u> 	\$		1175	1
				BEA US	E ONL				1175	
	1200	1	2	3			4		5	
	1201	1	2	3			4		5	
	1202	1	2	3			4		5	
	_55		1	1					١	

Pa	rt II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE Report all amounts in thousands of U.S. dollars.									
	Section A — BALANCE SHEET					DALA	NOTO			
	NOTE FOR UNINCORPORATED U.S. AFFILIATE — All asset and liability items should be disaggregated in the detail shown; in particular, receivables and payables between the affiliate and the foreign parent should be shown in the proper asset and liability accounts of the affiliate rather than being included only as a net amount in total owners' equity. Include asset and liability items of the U.S. affiliate that are carried only on an owner's books.			Close F		DALA	NCES	Close FY (Unrest	tated)	
	ASSETS		Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols
40.	Cash items — Deposits in financial institutions and other cash items. <i>Do NOT include overdrafts here as negative cash.</i> Note — Although including CD's in CASH is permitted by generally accepted accounting principles, CD's and other deposits of the U.S. affiliate held by the foreign parent(s) or foreign affiliates of the foreign parent(s) should be excluded from cash and included in item 41, current receivables, below.	2101	1			 	\$			
41.	Current receivables — Trade accounts, trade notes, and other current receivables, net of allowances for doubtful items. Include certificates of deposit (CD's) and other deposits held by the foreign parent(s) or foreign affiliates of the foreign parent(s) (See note in item 40 above.).	2102	1				2			
42.	Inventories — Land development companies should exclude land held for resale (include in item 43); finance and insurance companies should exclude inventories of marketable securities (include in item 43 or item 46, as appropriate). The primary basis of inventory valuation is (Mark (X) one)	1				 				
	2121 1 ☐ LIFO 3 ☐ Other — Specify 2 ☐ FIFO		1			İ	2			
		2104	1				2			
43.	Other current assets, including land held for resale and current marketable securities.	2105								
44.	Equity investment in all unconsolidated U.S. affiliates and foreign business enterprises owned 20 percent or more — For U.S. affiliates and foreign business enterprises owned 20 percent or more (including those that are majority-owned), report on the equity basis to include equity in undistributed earnings since acquisition; for U.S. affiliates and foreign business enterprises owned less than 20 percent, report at cost.	2106	1			 	2			
45.	Property, plant, and equipment, net — Land, timber, mineral rights, structures, machinery, equipment, special tools, deposit containers, construction in progress, and capitalized tangible and intangible exploration and development costs of the affiliate, at historical cost net of accumulated depreciation, depletion, and amortization. Include items on capital leases from others, per FASB 13. Exclude all other types of intangible assets, and land held for resale. (An unincorporated affiliate should include items owned by its foreign parent but which are in the affiliate's possession whether or not carried on the affiliate's own books or records.)	2407	1				2			
46.	Other noncurrent assets — Include other equity investments whether carried at cost or on an equity basis; other investments; intangible assets, net of amortization; and all noncurrent assets not shown in item 44 or 45 above. — Specify	2107	1				2			
		2108	1			<u> </u> 	2			<u> </u>
	TOTAL ASSETS — Sum of items 40 through 46 —	2109	\$			l 	\$			
	LIABILITIES Current liabilities and long-term debt — Trade accounts, trade notes, other current		1				2			
	liabilities, and long-term debt.	2111	\$				\$			
49.	Other noncurrent liabilities — Items other than those identifiable as long-term debt, such as deferred taxes and underlying minority interest in consolidated U.S. subsidiaries. — Specify major items		1			[[[2			
		2113	1				2			
50.	TOTAL LIABILITIES — Sum of items 48 and 49	2114	\$				\$			
	OWNERS' EQUITY Capital stock and additional paid-in capital — Common and preferred, voting and non-voting capital stock and additional paid-in capital.	2116	1				\$			
52.	Retained earnings (deficit) — Also include valuation allowance for marketable equity securities per FASB 115.	2117	1				2			
53.	Translation adjustment — Balance at year end (per FASB 52).	2122								
54.	Treasury stock	2118	1)		2)	
	Other — Specify 🕝	2110	1				2			
		2119								
56.	TOTAL OWNERS' EQUITY (INCORPORATED OR UNINCORPORATED U.S. AFFILIATE) — Sum of items 51 through 55 for incorporated U.S. affiliates and those unincorporated U.S. affiliates for which this breakdown is available. For those unincorporated U.S. affiliates that cannot provide a breakdown for items 51 through 55, report total owners' equity in this item. For both incorporated and unincorporated U.S. affiliates, total owners' equity must equal item 47		1			 	2			
	minus item 50.	2120	\$				\$	Λ		
	Section B — INCOME STATEMENT							Amo (1)		
	NCOME Sales or gross operating revenues, excluding sales taxes — Gross sales minus returns, allowa	ances,	discou	nts, or gr	oss		Bil.	Mil.	Thous.	Dols
	operating revenues, both exclusive of sales or consumption taxes levied directly on the consumer a directly on manufacturers, wholesalers, and retailers.	and exc	cise tax	kes levied	l	2149	\$			
58.	Income from equity investments in unconsolidated business enterprises (domestic and for owned 20 percent or more (including those that are majority-owned), report equity in earnings durithose owned less than 20 percent, report dividends received. Do not include any interest income.				or	2150	1			
59.	Certain realized and unrealized gains (losses) — Include gains (losses) before income tax effect included in item 63 on page 5) from —	ct (whi	ch sho	uld be						i i
	 a. Sale, disposition, or revaluation of investment securities (dealers in securities, other finance comcompanies, see Instruction Booklet, page 11); b. Sale, disposition, or revaluation of land, other property, plant and equipment, or other assets (re 	•								
	 Instruction Booklet, page 11); Remeasurement of the U.S. affiliate's foreign-currency-denominated assets and liabilities due to rates during the reporting period and transaction gains (losses) taken to income in accordance with a constant of the consta	vith FĂ	SB 52;	ŭ	change		1			
60.	Other income — Nonoperating and other income not included above. — Specify ✓					2151	1			
										l I
						2152	1			l l
61	TOTAL INCOME — Sum of items 57 through 60									

Pa	FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued Report all amounts in thousands of U.S. dollars.					
	Section B — INCOME STATEMENT — Continued			An	nount	
• C	COSTS AND EXPENSES		Dil	Mil.	Thous.	Dolo
62.	. Cost of goods sold or services rendered, and selling, general, and administrative expenses — Operating expenses that relate to sales or gross operating revenues, item 57, and selling, general, and administrative expenses. Include production royalty payments to governments, their subdivisions and agencies, and to other persons. Include depletion charges representing the amortization of the actual cost of capital assets, but exclude all other depletion charges.	2154	Bil.	IVIII.	mous.	
62	Income Acres - Description for LLC Forders Chate and lead income tours Fuelude and dustion variety payments					
-	 Income taxes — Provision for U.S. Federal, State, and local income taxes. Exclude production royalty payments. Other costs and expenses not included above, including underlying minority interest in profits that arise out of 	2156				
	consolidation. — Specify major items		1			l I
		2157	1			
	. TOTAL COSTS AND EXPENSES — Sum of items 62 through 64	2158	\$			
• N	IET INCOME					
	. Net income (loss) after provision for U.S. Federal, State, and local income taxes — Item 61 minus item 65.	2159	\$			_
	Section C — CHANGE IN RETAINED EARNINGS OF INCORPORATED U.S. AFFILIATE, OR IN TOTAL OWNERS' EQUITY OF UNINCORPORATED U.S. AFFILIATE					
67.	Balance, close FY 1996 before restatement due to a change in the entity (i.e., due to mergers, acquisitions, divestitures, etc.) or due to a change in accounting methods or principles, if any — Incorporated affiliate, enter amount from item 52, column (2); unincorporated affiliate, enter amount from item 56, column (2).	2211	1			
68.	Increase (decrease) to FY 1996 closing balance resulting from restatement due to a change in the entity or a change in accounting methods or principles. — Specify reasons for change √					
			1			
		2212				
69.	. FY 1996 closing balance as restated — Item 67 plus item 68.	2213	1 \$			
		22.10	1			
70.	. Net income (loss) — Enter amount from item 66.	2214	1			
	 Dividends or remitted earnings — Incorporated affiliate, enter amount of dividends declared, inclusive of withholding taxes, out of current- or prior-period income, on common and preferred stock, excluding stock dividends. Unincorporated affiliate, enter amount of current- or prior-period net income distributed to owners. 	2215				
72.	. Certain realized and unrealized gains (losses), after tax effect, that were not included in the determination of net income and therefore excluded from item 59, but that were taken directly to retained earnings or a surplus account for an incorporated affiliate, or to owners' equity for an unincorporated affiliate — Include valuation allowance for marketable equity securities classified as "available for sale" per FASB 115. Report amount after giving effect to income tax liability (benefit), if any, on the gains (losses). See Instruction Booklet, page 11. — Specify		1			
		2216				
73.	. Other increases (decreases) in retained earnings of an incorporated affiliate, including stock or liquidating dividends, or in total owners' equity of an unincorporated affiliate, including capital contributions (return of capital). — Specify	22.10				
			1			
		2217	1			
74.	 FY 1997 closing balance — Sum of items 69, 70, 72, and 73 minus item 71; also for incorporated affiliate, equals item 52, column (1), and for unincorporated affiliate, equals item 56, column (1). 	2218	\$			
	Section D — DISTRIBUTION OF SALES OR GROSS OPERATING REVENUES For purposes of distributing sales or gross operating revenues between sales of "goods" and sales of "services," consider as sale associated with industries coded in 1110 through 1140, 2111 through 2127, 2330 through 2350, 3111 through 3399, and 4211 throservices those sales that are associated with industries coded in 1150, 2132, 2133, 2211 through 2213, 4810 through 4939, and 51 noted below regarding investment income included in gross operating revenues. For an explanation of each code, see the <i>Guide Classifications for International Surveys</i> . Except as noted below, the disaggregation of sales by industry in this section should be consistent with that used in items 25 thr classification of fully consolidated U.S. affiliate). One exception to this rule is sales of structures are sales of goods, whether they are by a real estate firm (coded in a service induconstruction industry (coded in a goods industry, 2330 through 2350). For an explanation of each code, <i>See the Guide to Industry</i>	ough 454 11 throus to Indu ough 34 ustry, 53	40; cor ugh 81 <i>istry ai</i> 4 (indu 810) or	nsider a 130, exc nd Fore stry by a fir	s sales of ept as ign Trade	
	Classifications for International Surveys. Another exception is that companies, such as finance and insurance companies, that include investment income (e.g., interest ar					
	operating revenues should include such income in item 77 (investment income) rather than in item 78 (sales of services). When a sale consists of both goods and services and cannot be unbundled (i.e., the goods and services are not separately billed		, iiu 3 / i			
	classify as a good or service based on whichever accounts for a majority of the value. If actual figures are not available, give bes estimates.				nount (1)	
			Bil.	Mil.	Thous.	Dols
75.	. TOTAL SALES OR GROSS OPERATING REVENUES, EXCLUDING SALES TAXES — Equals item 57, and also sum of items 76 through 78 ———————————————————————————————————	2243	\$			
76	. Sales of goods	2244	1			
		2244	1			
77.	. Investment income included in gross operating revenues (e.g., by finance and insurance companies)	2245	1			
78.	. SALES OF SERVICES, TOTAL — Sum of items 79 through 82	2246	\$			
79.	. To U.S. persons	2247	1			l I
80.	. To foreign parent(s) and foreign affiliates of the foreign parent(s) of this U.S. affiliate	2248	1			
81.	. To foreign affiliates of this U.S. affiliate	2249	1	_		
			1			
82.	. To other foreign persons	2250	Щ_			

P	FINANCIAL AND OPERA Report all amounts in tho			ILIA	TE — Continued							
	Section E — EMPLOYEE COMPENSAT				unt for all ployees							
	EMPLOYEE COMPENSATION — All exincluding cash payments, payments-in-kir	nd, and	l employer expenditures	for er	nployee benefit plans.	Comp	ensatio	n data should be		Citi	(1)	
	based on payroll records. They should rel charged as an expense on the income sta	temen	t, charged to inventories,	, or ca	pitalized. DO NOT incl	lude d	ata relat	ted to activities of	Bil.	Mil.	Thous.	Dols.
	a prior period, such as those capitalized o											
83.	Wages and salaries — Employees' gross employer to employees	s earni	ngs (before payroll dedu	ctions	s), and all direct and in-	-kind p	paymen	ts by the 2251	\$			
84.	Employee benefit plans — Employer ex such as employer's Social Security taxes,								1			
85.	TOTAL EMPLOYEE COMPENSATION -	– Sun	of items 83 and 84 —					2253	1 \$			
	Section F - COMPOSITION OF EXTERI	ther foreign persons,										
	FINANCES OF U.S. AFFILIATE NOTE — Entries in column (2) of this sect also correspond to items in Part III and	ing foreign affiliates this U.S. affiliate			S. persons	;						
	Part IV as follows: item 86 equals item 236 column (1) + item 281, column (2); item 87	Mil. Thous. Dols.	Bil.		(4) Thous.	Dols.						
	equals item 239, column (1) + item 295, column (2)	1110us. Dois.	4	14111.	Tilous.	0013.						
06	CLOSE FY 1997				I							
	Current liabilities and long-term debt – Column (1) must equal item 48, column (1).	2254	\$		\$ \$		\$		\$			
	Current and noncurrent	2254	1		2		3		4			
	receivables — Column (1) must equal item 41, column (1), and that part of item 46, column (1), that is noncurrent											
	receivables. NOTE — Include CD's and other											
	deposits held by the foreign parent(s) or foreign affiliates of the foreign parent(s)				, 							
	that would otherwise be included in cash, item 40. (See Note in item 40.)	2256										
	BEA USE ONLY	2259			l			l				
	Section G — LAND AND OTHER PROP		•							ı <i>.</i>		
	Land and other property, plant, and equip balance sheet, whether or not the intent is earth's surface; other property, plant, a	s to ho	ld and actively use the as	sset ir	the operating activity	of the	e busine	ess. Land refers to an	ıv par	rt of the	al	
	tools, and other depreciable property, cor excludes other types of intangible assets.	structi In add	ion in progress, and capi lition to items carried in p	talized	d tangible and intangib	ole exc	loration	and development co	osts,	but		
	noncurrent assets (item 46), or in other cultems, including land, being leased from contents.	others	pursuant to capital leases	s are 1	to be considered as ov	vned b	y the					
	affiliate; items which the affiliate has sold affiliate. The capitalized value of timber, r included.	on a d	capital lease basis are not l, and like rights leased b	t to be	e considered as owned affiliate from others is	to be	е			Gross b	ook value	of all
	Expenditures cover all acquisitions by, or of where carried on the balance sheet. Ex							All acres of land ow at close of FY 199 (Exclude mineral rig	7	land and plant, ar	l other pro nd equipm	perty, ent at
	plant, and equipment accounted for by a etc.) or a change in accounting methods of	change	e in the entity (i.e., due to	merg	gers, acquisitions, dive	estiture	s,	(To nearest whole a		his (Include	torical cos mineral r	t ights)
	accounted for in item 94. LAND AND OTHER PROPERTY, PLAN	T ANI	D EQUIDMENT AT CLO	SE E	V 1007			(1) Number		Bil. Mi	(2) I. Thous	Dols.
88.	Carried in property, plant, and equipm	nent a	ccounts — Land and ot							2		1
89.	plant, and equipment carried in item 45, c Carried in other noncurrent assets, ite			balan	ce sheet — Specify w	here	2351	1		2		1
						,						
90.	TOTAL — Sum of items 88 and 89, colun	nn (2) i	must also equal item 104	l, colu	ımn (1)		2353	1		2		
	and item 169, column (5)					→	2354			\$ Acres o	f mineral	rights
											or leased others	
											<i>rest whole</i> Number	acre)
91.	Acres of mineral rights owned or leas					ant to	both ca	apital and		1		
	operating leases. Exclude acreage reporte	as is	and owned in item 90, co	lumn	(1)			;	2355		Amount	
										Bil. Mi	(1) I. Thous	IDole.
92.	Gross book value of land owned — Th		ion of item 90, column (2	!), that	t is the gross book valu	ue of la	and owi	ned for which		1	111005	
Rei	acreage is reported in item 90, column (1) narks								2356	\$		
1161	TIGINO .											

Page 6 FORM BE-12(LF) (REV. 11/97)

Part		ERATING DATA OF Uthousands of U.S. dollar		ntinued												
Sec	tion G - LAND AND OTHER PR	OPERTY, PLANT, AND E	EQUIPMENT — Continue	ed						ount						
	SCHEDULE OF CHANGE FROM	I FY 1996 CLOSING BAL	ANCES TO FY 1997 CL	OSING BA	LANCES			Bil.		Thous. Dols.						
	NCES AT CLOSE FY 1996, BEFOR Net book value of all land and				on balance sh	neet	2386	1								
• CHA	NGES DURING FY 1997						2300	,								
94.	Give amount by which the net mergers, acquisitions, divestit	tures, etc.), if answer to	item 6, 11, or 12 was "	Yes," or di	ue to a chang	je in		1								
	accounting methods or princip disposition of U.S. affiliates, and	from revaluation of assets	(whether or not realized),	should be	included in ite	m 59.	2387	1								
	NOTE — Land and mineral rights excludes other capitalized expend	litures for the exploration	and development of natur	al resource	er mineral and es and land hel	d for resale.		'								
95.	Expenditures by the U.S. affilia	ate for, or transfers into	the U.S. attiliate of				2388									
							2300	1								
96.	Mineral rights, including Plant, equipment, and pr	roperty other than land	and mineral rights				2389	1								
97.	(Changes due to mergers a		,	·	97. New		2390	1		- 1						
98.	If it would be burdensome to e used items may be included in				98. Used		2391	·								
99.	Depreciation						2392	1								
100	Doulation							1								
100. 101.	Depletion Net book value of sales, retire						2393									
	decreases (increases) — Divesti the sale or disposition of property	ecreases (increases) — Divestitures of U.S. affiliates are separately accounted for in item 94. Gains (losses) resulting fine sale or disposition of property, plant, and equipment should be included in item 59. — Specify														
				1												
• BALA	ANCES AT CLOSE FY 1997		2394	1		- 1										
	Net book value — Sum of items		2395	1												
103.	Accumulated depreciation and		2396	'												
104.	Gross book value of all land as Sum of items 102 and 103; must a				d on the bala	nce sheet —	2397	1								
	ENDUM		.,,				2397	Ť								
105.	Expensed petroleum and minin acquire or lease mineral rights. E such expenditures are considered	xpenditures made in prior	years that are reclassified	d in the curr	expensed expe rent year are n	nditures to ot to be included;		1								
Sec	tion H — INTEREST AND TAXE	· · · · · · · · · · · · · · · · · · ·	in the year when initially e	хрепиеи.			2398	Ψ	Am	ount						
								Bil.		Thous. Dols.						
400	Interest							1								
106.	Interest received by U.S. affilia affiliates), after deduction of t	ate from, or credited to ax withheld at the sour	ce. Do not net against int	erest paid (i	item 107.)	parents and	2400	\$								
107.	Interest paid or credited to all of U.S. tax withheld by the aff				affiliate, bef	ore deduction	2401	1		į						
108.	Taxes (other than income and pa duties) — Amount paid or accrued	yroll taxes) and non-tax pad for the year, net of refun	ayments (including production of credits, to U.S. Fede	ction royalti ral, State, a	ies and import	and export				I						
	subdivisions and agencies for — • Sales, consumption, and excise	taxes collected by you o	on goods and services y	ou sold	Ū											
	Property and other taxes on theAny remaining taxes (other than	•								 						
	• Non-tax liabilities (other than fo • Import and export duties		services) such as —													
	Production royalties for natuLicense fees, fines, penalties						2402	1								
	tion I — TECHNOLOGY									ount						
amo	earch and development (R&D) ortization, wages and salaries, taxe e 13.							Bil.		Thous. Dols.						
NO	FE — Items 109 through 112 perta others under contract. This is the b															
	B 2 measure of R&D (i.e., R&D fro				ioimauon on F	IQD. THE		1								
109.	R&D performed BY the U.S. af	filiate, total — Sum of it	ems 110, 111, and 112				2403	\$								
110.	For own account						2405	·								
111.	For Federal Government (i.	e., federally financed R&D)				2406	1								
		,						1								
112.	For others under contract						2407	1								
113.	R&D performed FOR U.S. affili	iate by others on a cont	ractual basis				2408		N	mbor						
										mber (1)						
114.	Research and development emother professional and technical e			ng manage	rs, scientists, e	engineers, and	2409	1								
	2404	. ,	2	3		4		5								
	BEA USE ONLY							J								
	2410	1	2	3		4		5								

FORM BE-12(LF) (REV. 11/97) Page 7

Section J — EXPORTS AND IMPORTS OF U.S. AFFILIATE — GOODS ONLY, DO NOT INCLUDE SERVICES

IMPORTANT NOTES — This section requires the reporting of data on U.S. merchandise trade of the U.S. affiliate in FY 1997. The data should be on a "shipped" basis, i.e., on the basis of when, where, and to (or by) whom the goods were shipped, in order for them to be on the same basis as official U.S. trade statistics to which they will be compared. A U.S. import or U.S. export should **not** be recorded here if the goods did not physically enter or leave (i.e., were not physically shipped to or from) the United States, even though they may have been charged to the U.S. affiliate by, or charged by the U.S. affiliate to, a foreign person.

However, U.S. affiliates normally keep their accounting records on a "charged" basis, i.e., on the basis of when, where, and to (or by) whom the goods were charged. The "charged" basis may be used if there is no material difference between it and the "shipped" basis. If there is a material difference between the two bases, the "shipped" basis must be used or adjustments must be made to the data on a "charged" basis to approximate a "shipped" basis, as discussed in the **Instruction Booklet**, page 14. Data in this section cover all goods that physically left or entered the U.S. customs area in FY 1997, including capital goods but excluding the value of ships, planes, railroad rolling stock, and trucks that were temporarily outside the United States transporting people or

merchandise. Consigned goods must be included in the trade figures when shipped or received, even though not normally recorded as sales or purchases or entered into intercompany accounts when initially consigned. The data should include goods only; they should **exclude** services. Thus, U.S. merchandise exports and imports of the U.S. affiliate to be shown here are not the same as the U.S. affiliate's sales to, or purchases from, foreign persons because, among other reasons, sales and purchases may include services.

Exclude from exports and imports the value of any goods **that** are in-transit. In-transit goods are **goods that are not** processed or consumed by residents in the intermediate country(ies) through which they transit; the in-transit goods enter those countries only because those countries are along the shipping lines between the exporting and importing countries. In-transit imports are goods that are en route from one foreign country to another via the United States (such as from Canada to Mexico via the United States), and in-transit exports are goods en route from one part of the United States to another part via a foreign country (such as from Alaska to Washington State via Canada).

See the Instruction Booklet, page 14, for additional data requirements.

115.	For this U.S. affiliate, is there a material difference between	116. On what basis were the Mark (X) one.	trade	data	in this	section	prepa	ared?							
	the "charged" and "shipped" bases in determining what is	1						_							
	U.S. trade, whose trade it is,	2501 ¹ 1 "Shipped" 1 2 "Charged"		و و و و و و و و و و و و و و و و و و و		to b						that there			ıl
	and the timing and ultimate destination or origin of the	there is no	mater	ial diffe	erence	between	the		"ship	ped"	bases a	nd the da	ta ha	eve not b	een
	trade?	"charged" answered '		nipped	" bases	(item 11	5 must	t be	adiu	stmen	ts have	ed" basis not been	mad	le to put	•
	2500 ¹ 1 Yes	¹ 3 "Charged"	basis v	vith ad	justme	nts to cor	rect fo	or	"cha basis	rged" s. ther	basis d BEA w	ata esseni	tially e tha	on a "sh the data	nipped" a be
	1 2 No	material di "shipped" l		es bet	ween th	ne "charg	ed" an	id _	refile			·			
MED	CHANDISE TRADE OF U.S. AF	FILIATE			EVDC	NDTC C	`hinna	البيطاء	C offiliate			- /alad	f	II C no	. \
	I ALL FOREIGNERS	FILIATE			EXP	JN 15 — 8				10 10	reigner	s (valued	i.a.s.	0.5. po	rt)
					TOTA		and	oreign p foreign	arent(s) affiliates			affiliates	То		r foreign
447	TOTAL				1012	\L	0	of the fo		of t	his U.S	. affiliate		perso	ons
117.	TOTAL exports of U.S. affiliat a. For each column, equals sum	•			(1)			(2)			(3)			(4)	
	b. Column (1) equals sum of ite	ms 144 through 168, column (2).		Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.	Bil.	Mil.	Thous.
	c. Column (2) equals sum of ited. Column (3) plus column (4) e			1			2			3			4		
	168, column (4).	equals sum of items 144 through	2502	\$			\$			\$			\$		
	RODUCT — See the classification ifications" portion of the Guide to									Col	mbine e	entries for	colu	ımns (3)	and (4).
Class	ifications for International Survey	ys, which are to be used in		1			2			3					
ciass	ifying U.S. merchandise exports a	та тпроrts.													
118.	Food, live animals, beverages	s, and tobacco (SITC 0 and 1)	2503							\$					
				1			2			3					
119.	Crude materials, inedible, exc	cept fuels (SITC 2)	2504	1			2			3					
120.	Mineral fuels, lubricants and	related materials (SITC 3)	2505	Ι'			2			3					
			2000	1			2			3					
121.	Chemicals and related produc	cts (SITC 5)	2506												
400	Industrial and the same and a sur-	:		1			2			3					
	Industrial machinery and equ	<u> </u>	2507	1			2			3					
123.	Office machines and automat (SITC 75)	tic data processing machines	2508												
124.	Telecommunications, sound			1			2			3					
	electrical machinery and part	ts (SITC 76 and 77)	2509												
125.	Road vehicles (including air c	ushion vehicles) and parts													
1201	(SITC 78) Include all parts that a Parts that are shipped separately	are shipped with the vehicles.		1			2			3					
	classification.*	Thay be in this of unother	2510												
126.	Other transport equipment (S	SITC 79)		1			2			3					
		d with the vehicles. Parts that are	2511												
127.	Other products (SITC 4, 6, 8,		2511	1			2			3					
	greater than \$10 million	o,													
			0540												
Rem	arke		2512												
nem	ii ko														

Page 8 BE-12(LF) (REV. 11/97)

^{*} Some parts that are shipped separately are included in items 125 and 126, or items 136 and 137; however, others are included in product categories appropriate to the type of part based, not on the part's end-use, but rather on the main type of material from which it is made or its general function. Major examples of such parts are gasoline and diesel engines (include in item 122 or 133); air conditioners for motor vehicles (item 122 or 133); tires and tubes (item 127 or 138); and lamps, batteries, and electrical parts for engines (item 124 or 135. For more complete information, see the *Guide to Industry and Foreign Trade Classifications for International Surveys*.

Part II

FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued Report all amounts in thousands of U.S. dollars.

Section J — EXPORTS AND IMPORTS OF U.S. AFFILIATE — GOODS ONLY, DO NOT INCLUDE SERVICES — Continued

PLEASE READ INSTRUCTIONS ON PAGE 8 BEFORE COMPLETING THESE ITEMS.

	PLEASE READ INSTRUCTION	3 ON											
	CHANDISE TRADE OF U.S. AFFILIATE I ALL FOREIGNERS			IMPORTS —	Ship	ped t	to U.S. affiliate I	by for	eigners	(valued f.	a.s. fo	reign po	ort)
128.	TOTAL imports of U.S. affiliate from foreigners — a. For each column, equals sum of items 129 through 138 and sum of items 139 through 142.			TOTAL (1)		and f	oreign parent(s) oreign affiliates f the foreign parent(s) (2)			affiliates S. affiliate	Вуа	all other perso (4)	foreign ns
	b. Column (1) equals sum of items 144 through 168, column (5).c. Column (2) equals sum of items 144 through 168, column (6).		Bil.	Mil. Thou		Bil.	Mil. Thous.		Mil.	Thous.	Bil.	Mil.	Thous.
	d. Column (3) plus column (4) equals sum of items 144 through 168, column (7).	2515	1 \$		2			3 \$			\$		
Class Class	RODUCT — See the classifications in the "Foreign Trade ifications" portion of the Guide to Industry and Foreign Trade ifications for International Surveys, which are to be used in fying U.S. merchandise exports and imports.		1		2			3	mbine	entries fo	r colur	nns (3)	and (4).
129.	Food, live animals, beverages, and tobacco (SITC 0 and 1)	2516						\$					
130.	Crude materials, inedible, except fuels (SITC 2)	2517	1		2			3					
131	Mineral fuels, lubricants and related materials (SITC 3)	2510	1		2	!		3					
.51.		2518	1		2	!		3					
132.	Chemicals and related products (SITC 5)	2519											
133.	Industrial machinery and equipment (SITC 71–74)	2520	1 		2			3					
134.	Office machines and automatic data processing machines (SITC 75)	2521	1		2	!		3					
135.	Telecommunications, sound equipment, and other electrical machinery and parts (SITC 76 and 77)	2522	1		2	!		3					
136.	Road vehicles (including air cushion vehicles) and parts (SITC 78) Include all parts that are shipped with the vehicles. Parts that are shipped separately may be in this or another classification.*	2523	1		2	!		3					
137.	Other transport equipment (SITC 79) Include all parts that are shipped with the vehicles. Parts that are shipped separately may be in this or another classification.*	2524	1		2	!		3					
138.	Other products (SITC 4, 6, 8, and 9) — Specify all entries greater than \$10 million												
		2525	1		2			3					
BY I	NTENDED USE:	2020											
139.	Capital equipment and other goods charged by U.S. affiliate to its fixed asset accounts. Item 97 and/or 98 must have an entry.	2500	1		2			3					
140.	Goods intended for further processing, assembly, or manufacture by this affiliate before resale to others	2529 2530	1		2	!		3					
141.	Goods for resale without further processing, assembly, or manufacture by U.S. affiliate	2528	1		2	!		3					
142.	Other — Specify	2320											
			1		2			3					
		2531											

Remarks

BE-12(LF) (REV. 11/97) Page 9

^{*} Some parts that are shipped separately are included in items 125 and 126, or items 136 and 137; however, others are included in product categories appropriate to the type of part based, not on the part's end-use, but rather on the main type of material from which it is made or its general function. Major examples of such parts are gasoline and diesel engines (include in item 122 or 133); air conditioners for motor vehicles (item 122 or 133); tires and tubes (item 127 or 138); and lamps, batteries, and electrical parts for engines (item 124 or 135). For more complete information, see the *Guide to Industry and Foreign Trade Classifications for International Surveys*.

Part	FINANCIAL AND Report all amount					IATE —	Contin	ued							
U.S. A	HANDISE TRADE OF FFILIATE WITH ALL			E	XPORTS foreign	— Shippe ers (value	ed by U.S ed f.a.s. U	affil	liate to ort)		ı	MPORTS foreigner	— SI	hipped to U.S. alued f.a.s. for	affiliate by eign port)
1 1 b	Repeated) Bring forward mounts from items 117 and 28, pages 8 and 9, which, reginning with item 144, nust equal item 168 and the		BEA USE ONLY	Equa 117, co	TAL ls item lumn (1).	parent fore affiliate fore pare Equal	oreign t(s) and eign es of the eign ent(s) ds item umn (2).	fore	o all other eign perso quals item 17, sum o olumns (3, and (4).	ns n f	Equa 128, co	OTAL uls item olumn (1).	afi	By foreign arent(s) and foreign filiates of the foreign parent(s) Equals item 8, column (2).	By all other foreign persons Equals item 128, sum of columns (3) and (4).
s	nust equal item 168 and the um of all countries with ntries.		(1)	Bil. Mi 2	. Thous.	Bil. Mil.	. Thous.	Bil.	Mil. Tho	\rightarrow	Bil. Mi	I. Thous.	Bil.	Mil. Thous.	Bil. Mil. Thous.
		2600		\$		\$		\$		- 1	\$		\$		\$
amount which e were \$5	UNTRY OF ULTIMATE NATION OR ORIGIN — Ente ts for all individual countries exports, or from which import 500,000 or more. Australia	to	1 601	2		3		4			5		6		7
145 I	Belgium and Luxembourg	2602	1 302	2		3		4			5		6		7
146. I			1 202	2		3		4			5		6		7
		2603	1	2		3		4			5		6		7
	Canada	2604	100	2		3		4			5		6		7
148. (2605	650	2		3		4			5		6		7
149. I	France	2606	307	2		3		4		\dashv	5		6		7
150. (Germany	2607	308	2		3		4			5		6		7
151. I	long Kong	2608	611	2		3		4			5		6		7
152. I	taly	2609	314	2		3		4			5		6		7
153. 、	Japan	2610	614										6		7
154. I	Corea, Republic of	2611	1 626	2		3		4			5				,
155. I	Mexico	2612	¹ 213	2		3		4			5		6		7
156. ľ	Netherlands	2613	¹ 319	2		3		4			5		6		7
157. \$	Singapore	2614	1 625	2		3		4			5		6		7
158. \$	Sweden	2615	1 324	2		3		4			5		6		7
159. \$	Switzerland	2616	1 325	2		3		4			5		6		7
160.	[aiwan	2617	1 628	2		3		4			5		6		7
	Jnited Kingdom		1 327	2		3		4			5		6		7
Other i	individual countries to whi s, or from which imports, v	2618 ich were	327												
\$500,0 suppler	OO or more — Specify (Use mental sheets if necessary, to t for all such countries.)		1	2		3		4			5		6		7
162.		2619	1	2		2		4			5				7
163.		2620		2		3		4			J		6		,
			1	2		3		4			5		6		7
164.		2621	1	2		3		4		\dashv	5		6		7
165.		2622	1	2		3		4			5		6		7
166.		2623		[-							
			1	2		3		4			5		6		7
ii c e le 7	sum of exports to, or mports from, all ountries for which xports or imports were ess than \$500,000. The sum of this item all countries with anties must equal item	2624													
1 e	17, column (1) for exports and item 128, column (1) for imports.	2698	1	\$		\$		\$			\$		6 \$		7 \$ 2(LF) (REV, 11/97)

Part II FINANCIAL AND OPERATING DATA OF U.S. AFFILIATE — Continued

Section K — SCHEDULE OF EMPLOYMENT, LAND, AND OTHER PROPERTY, PLANT, AND EQUIPMENT, BY LOCATION

In column (3), include all employees on the payroll at the end of FY 1997, including part-time employees. A count taken at some other date during the reporting period may be given provided it is a reasonable proxy for the number on the payroll at the end of FY 1997. See **Instruction Booklet**, page 13 concerning reporting when employment is subject to unusual variations.

subject to unusual variations.

In column (4), include all employees on the payrolls of operating manufacturing plants in the State. Administrative office and other auxiliary employees located at an operating plant and that serve only that plant should be included. **Exclude** all other employees on the payrolls of administrative offices or other auxiliary units. See **Instruction Booklet**, page 13.

Column (5), land and other property, plant, and equipment covers all such items, whether carried as investments, in fixed asset accounts, or in other balance sheet accounts. Include land held for resale, held for investment purposes, and all other land owned. Land and other property, plant, and equipment on capital lease from others should be included, but that on capital lease to others should be excluded.

property includes apartment buildings, office buildings, hotels, motels, and buildings used for wholesale, retail, and services trades, such as shopping centers, recreational facilities, department stores, bank buildings, restaurants, public garages, and automobile service stations. Include the value of the land associated with these buildings. Exclude property you use for agricultural, mining, manufacturing, or other industrial purposes, property that is used to support these activities, such as research labs and warehouses, and office buildings located at industrial sites (office buildings owned by an industrial company but not located at an industrial site should be included in column (6)). Also exclude educational buildings, hospital and institutional buildings, and all undeveloped land.

Do not include in the "foreign" category land and other property, plant, and equipment owned by foreign business enterprises in which this U.S. affiliate has an equity interest or by foreign operations of this affiliate. The foreign category is primarily for use in reporting movable fixed assets temporarily outside the U.S. or for reporting any foreign fixed assets carried directly on the U.S. affiliate's books. See **Instruction Booklet** page 15 for additional details of data requirements.

100	LOCATION		State code	Number of employees at the end of FY 1997 — Total must equal item 38, column (3).	The portion of employees in column (3) that are manufacturing employees	Gross book value (historical cost) of all land and other property, plant, and equipment wherever carried on balance sheet, FY 1997 closing balance. Must equal item 90, column (2), and item 104, column (1).	The portion of column (5) that is commercial property (6)
169.	TOTAL for each column must equal sum of items 170		(2)	Number	Number	Bil. Mil. Thous.	Bil. Mil. Thous.
	through 226	2700		3	4	5 \$	6 \$
170.	Alabama	2701	2 01	3	4	5	6
171.	Alaska	2702	² 02	3	4	5	6
172.	Arizona	2703	² 04	3	4	5	6
173.	Arkansas	2704	² 05	3	4	5	6
174.	California	2705	² 06	3	4	5	6
175.	Colorado	2706	² 08	3	4	5	6
176.	Connecticut	2707	² 09	3	4	5	6
177.	Delaware	2708	² 10	3	4	5	6
178.	Florida	2709	² 12	3	4	5	6
179.	Georgia	2710	² 13	3	4	5	6
180.	Hawaii	2711	² 15	3	4	5	6
181.	Idaho	2712	² 16	3	4	5	6
182.	Illinois	2713	² 17	3	4	5	6
	Indiana	2714	² 18	3	4	5	6
184.		2715	² 19	3	4	5	6
	Kansas	2716	² 20	3	4	5	6
186.	Kentucky	2717	² 21	3	4	5	6
	Louisiana	2718	² 22	3	4	5	6
	Maine	2719	² 23	3	4	5	6
	Maryland	2720	² 24	3	4	5	6
	Massachusetts	2721	² 25	3	4	5	6
	Michigan	2722	² 26	3	4	5	6
	Minnesota	2723	² 27	3	4	5	6
	Mississippi	2724	² 28	3	4	5	6
	Missouri	2725	² 29	3	4	5	6
	Montana		2 30	3	4	5	6
	Nebraska	2726	² 31	3	4	5	6
	Nevada	2727	² 32	3	4	5	6
	New Hampshire	2728	2 33	3	4	5	6
	New Jersey		2	3	4	5	6
	New Mexico	2730	² 34	3	4	5	6
		2731	_	3	4	5	6
	New York	2732	² 36	3	4	5	6
	North Carolina	2733	_	3	4	5	6
	North Dakota	2734	00	3	4	5	6
204.		2735		3	4	5	6
	Oklahoma	2736	² 40	3	4	5	6
	Oregon	2737	² 41	3	4	5	6
	Pennsylvania	2738	² 42				
	Rhode Island	2739	² 44	3	4	5	6
209.	South Carolina	2740	² 45	3	4		6
	South Dakota	2741	² 46	3	4	5	6
	Tennessee	2742	² 47	3	4	5	6
212.	Texas	2743	² 48	3	4	5	6
213.	Utah	2744	² 49	3	4	5	6
214.	Vermont	2745	² 50	3	4	5	6
	Virginia	2746	² 51	3	4	5	6
216.	Washington	2747	² 53	3	4	5	6
217.	West Virginia	2748	² 54	3	4	5	6
218.	Wisconsin	2749	² 55	3	4	5	6
219.	Wyoming	2750	² 56	3	4	5	6
	District of Columbia	2751	² 11	3	4	5	6
221.	Puerto Rico	2752	² 43	3	4	5	6
222.	Virgin Islands	2753	² 52	3	4	5	6
	U.S. offshore oil and gas sites	2756	² 65	3	4	5	6
224.	Other U.S. areas – includes Guam, American Samoa, and all other territories and possessions not separately listed	2754	2	3	4	5	6
	Foreign	2758	2 70	3	4	5	6
226.	Other property, plant and equipment – include aircraft, railroad rolling stock, satellites, undersea cable, and trucks engaged in interstate transportation	2758	2 71			5	

Part III INVESTMENT AND TRANSACTIONS BETWEEN U.S. AFFILIATE AND FOREIGN PARENT

A separate Part III MUST be filed, by the U.S. affiliate, to report each direct and indirect voting interest held by a foreign parent, in the affiliate, at **anytime** during the affiliate's 1997 fiscal year.

If a foreign parent holds **both** a direct and an indirect interest, in the affiliate, then a separate Part III MUST be filed to report each voting interest.

If the LLS effiliate had more than one foreign parent at **anytime** during

If the U.S. affiliate had more than one foreign parent at **anytime** during it's 1997 fiscal year, the foreign parent with the largest direct voting interest **at year-end** should report using **THIS** Part III.

Use photocopies of the Part III to report all additional direct or indirect voting interests, held by foreign parents, in the affiliate. At the top of each Part III, enter the name of the U.S. affiliate shown in item 1 and primary employer identification (EI) number shown in item 4, of this BE-12(LF) report.

Do not duplicate positions in, or transactions with, the U.S. affiliate when more than one Part III is filed.

Section A - IDENTIFICATION OF FOREIGN PARENT AND ULTIMATE BENEFICIAL OWNER 2. Number of Part III's filled by the U.S. affiliate — if there is only one, enter *f.* 2. Name of foreign parent that this part III is being used to report — Mark (X) one 2. Name of foreign parent manned in item 22.5 is marked — (Since parent of —														
28.		3011 1												
	item 228, this Part III is being used to report — Mark (X) one a													
	D	3013 1 an indirect equity interest in the U.S. affiliate (as reported in item 14, columns 1 and 2)												
230.		(1) (2)												
	a. voting rights owned	NOTE — Sum of item 230a, columns 1 and 2 of all Part III'												
221														
	a. is incorporated or organized, if a business enterprise, or is a resident, if an individual													
	b. is located, if a business enterprise and the country is different from that in item 231a													
232.	b. is located, if a business enterprise and the country is different from that in item 231a													
233.	that in item 231a													
234.	32. Industry code of foreign parent named in item 228 — For a foreign parent that is a business enterprise, enter the code for the primary activity of the single entity named as the foreign parent in item 228. 33. Is the foreign parent named in item 228 the ultimate beneficial owner (UBO)? (See definitions in Instruction Booklet, page 6.) 3018 1 —— Secure industry code from list on page 15. 3019 1 —— Yes — If the foreign parent is a business enterprise, skip to item 237, if an individual, SKIP to item 238 2 —— No —— Continue with item 234. 3020 1 —— Yes —— A name need not be given in item 235, but item 236 must be completed for the individual(s). 2 —— No —— Continue with item 235.													
235.	Name of UBO	3021 1												
236.	the individual(s) if the answer to item 234													
	enterprise, enter the code for the primary activity of the worldwide consolidation of													
NO ⁻	the line instructions will constitute a 2. Data reported in sections B, C, D, an 3. If item 229b is marked, then completed	in incomplete report, which will be returned to the Reporter for completion. Ind E must be for the fully consolidated U.S. affiliate. See Instruction Booklet , page 7. It is only the following items in the rest of this Part III to report direct transactions or positions, if any,												
$\overline{}$														
Rem	arks													
Rem	arks													
Rem	arks													
Rem	arks													
Rem	arks													
Rem	arks													

Page 12 FORM BE-12(LF) (REV. 11/97)

-	INVESTMENT AND TRANSACTION tion B — INVESTMENT BETWEEN U.S. AFFILM	NS BETWEEN U.S. AFFILIATE AND FOR	EIGI	v PAI	NEIVI -	— Conti	BALA				
966	NAMED IN ITEM 228, ACCORDING T				Close	FY 1997	DALF	AINCE	Close	FY 1996	
	AFFILIATE					(1)				2)	
				Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	¦Do
238.	Liabilities owed by U.S. affiliate to foreign parent long-term	named in item 228 — current and	3056	\$			l I	\$			
239.	Receivables due to U.S. affiliate from foreign pare long-term. Include CD's and other deposits of the	nt named in item 228 — current and U.S. affiliate held by the foreign parent.	3057	1				2			
1WO	IERS' EQUITY ITEMS — Foreign parent's equity in			1			İ	2			
240.	Capital stock and additional paid-in capital – non-voting capital stock and additional paid-in cap		3058								
241.	Retained earnings (deficit)		3060	1				2			
040	T 15 5 4 1 1 1 1			1				2			i
242.	Translation adjustment — Parent's share of balance	e at year end	3054	1				2			
243.	Treasury stock held by U.S. affiliate		3061	()	l I	()	 -
244.	Other — Specify			1				2			
	EIGN PARENT'S SHARE OF TOTAL OWNERS' EQU	ITY OF INCORPORATED OR	3062								
	CORPORATED U.S. AFFILIATE Sum of items 240 through 244 for incorporated U.	C affiliates and those unincorporated II C		1			 	2			1
245.	affiliates for which this breakdown is available. Fo provide a breakdown for items 240 through 244, re	r those unincorporated U.S. affiliates that cannot						\$			
	equity, item 56.		3063	1				2			÷
	BEA USE ONLY	DI position	3064	\$				\$			
	tion C — CHANGES IN EQUITY HOLDINGS IN	THE U.S. AFFILIATE BY THE FOREIGN PAREI	NT NA			M 228					
Repo affilia (othe trans	rt transactions during FY 1997 by the foreign pare ate. Exclude changes caused by carrying net incom rations with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V.	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold be to the equity account, the payment of stock or or be earnings during the period. Exclude the effect of and reorganizations in capital structure that do not	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228				ount	
Repo affilia (othe trans equit forei	rt transactions during FY 1997 by the foreign pare ate. Exclude changes caused by carrying net incom r than liquidating dividends), or the distribution of actions with persons other than the foreign parent	THE U.S. AFFILIATE BY THE FOREIGN PAREI nt named in item 228 that changed its equity hold e to the equity account, the payment of stock or earnings during the period. Exclude the effect of and reorganizations in capital structure that do na ALUE, i.e., the value of the consideration given (re	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228		Bil.		ount 1) Thous.	Do
Repo affilia (othe trans equit forei	rt transactions during FY 1997 by the foreign pare ste. Exclude changes caused by carrying net income rethan liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U.	THE U.S. AFFILIATE BY THE FOREIGN PAREI nt named in item 228 that changed its equity hold e to the equity account, the payment of stock or earnings during the period. Exclude the effect of and reorganizations in capital structure that do na ALUE, i.e., the value of the consideration given (re	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	2005	1	(1)	De
Repo affilia (othe trans equit forei	rt transactions during FY 1997 by the foreign pare ste. Exclude changes caused by carrying net incomer than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent.	THE U.S. AFFILIATE BY THE FOREIGN PAREI nt named in item 228 that changed its equity hold e to the equity account, the payment of stock or earnings during the period. Exclude the effect of and reorganizations in capital structure that do na ALUE, i.e., the value of the consideration given (re	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3065	Bil. 1 \$	(1)	De
Repo affilia (othe trans equit forei • TRAI	rt transactions during FY 1997 by the foreign pare ste. Exclude changes caused by carrying net income rethan liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U.	THE U.S. AFFILIATE BY THE FOREIGN PAREINT named in item 228 that changed its equity hold to the equity account, the payment of stock or earnings during the period. Exclude the effect of and reorganizations in capital structure that do nALUE, i.e., the value of the consideration given (respectively).	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3065	1 1	(1)	De
Repo affilia (other transequit forei TRAI	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom r than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidation and the second part of the second	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not ALUE, i.e., the value of the consideration given (ref.). S. AFFILIATE The dividends. PERSON OTHER THAN U.S. AFFILIATE	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228		1	(1)	De
Repo affilia (other transequit forei • TRAI 246.	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom r than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidating	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not ALUE, i.e., the value of the consideration given (ref.). S. AFFILIATE The dividends. PERSON OTHER THAN U.S. AFFILIATE	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228		1 1	(1)	Do
Repo affilia (other transequit forei • TRAI 246.	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom r than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidation in the company of	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not ALUE, i.e., the value of the consideration given (ref.). S. AFFILIATE The dividends. PERSON OTHER THAN U.S. AFFILIATE	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3066	1 1	(1)	D
Repcondifiliation (other transporter) TRAI TRAI TRAI TRAI TRAI 2448.	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom rath ilquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidation in the control of t	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not ALUE, i.e., the value of the consideration given (ref.) S. AFFILIATE In dividends. PERSON OTHER THAN U.S. AFFILIATE Set in U.S. affiliate from —	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3066	1 \$ 1	(1)	D(
Repcoaffiliation Report	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom r than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidation NSACTIONS BETWEEN FOREIGN PARENT AND A Acquisition by foreign parent of equity intere U.S. persons other than the U.S. affiliate All foreign persons Sale by foreign parent of equity interest in U.	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not ALUE, i.e., the value of the consideration given (ref.) S. AFFILIATE In dividends. PERSON OTHER THAN U.S. AFFILIATE Set in U.S. affiliate from —	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3066 3067 3068	1 \$ 1	(1)	D(
Repcoaffiliation Report	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom rath ilquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidation in the control of t	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not ALUE, i.e., the value of the consideration given (ref.) S. AFFILIATE In dividends. PERSON OTHER THAN U.S. AFFILIATE Set in U.S. affiliate from —	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3066	1 \$ 1	(1)	
Report Re	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom r than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidation NSACTIONS BETWEEN FOREIGN PARENT AND A Acquisition by foreign parent of equity intere U.S. persons other than the U.S. affiliate All foreign persons Sale by foreign parent of equity interest in U.	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not ALUE, i.e., the value of the consideration given (ref.) S. AFFILIATE In dividends. PERSON OTHER THAN U.S. AFFILIATE Set in U.S. affiliate from —	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3066 3067 3068	1 \$ 1	(1)	
Repcoaffilial Re	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom r than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest — Include liquidation in the company of	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not not account to the consideration given (research to the consideration given). S. AFFILIATE The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the considera	NT NA dings i cash o treasi	in the divider ury sto ect tot	U.S. nds ock	EM 228	3066 3067 3068 3069	1 \$ 1	(1)	
Repcaffilia (other trans equit forei • TRAI 246. • TRAI 248. 249. 250.	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom re than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest Decrease in equity interest — Include liquidation in the liquidation in	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not not account to the consideration given (research to the consideration given). S. AFFILIATE The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the consideration given (research to the consideration) The provided of the considera	NT NA dings i cash o treasi	in the dividence of the control of t	U.S. nds ock ;al the	quisition	3066 3067 3068 3069 3070	1 1 1 1 1 1 1 1 5 5	Mil.	1) Thous.	
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Repo affilia (othe trans equit forei • TRAI 246. • TRAI 248. 249. 250. 251.	rt transactions during FY 1997 by the foreign pare ite. Exclude changes caused by carrying net incom re than liquidating dividends), or the distribution of actions with persons other than the foreign parent y. REPORT ALL AMOUNTS AT TRANSACTIONS V. gn parent. NSACTIONS BETWEEN FOREIGN PARENT AND U. Increase in equity interest Decrease in equity interest Decrease in equity interest — Include liquidation in the liquidation in	THE U.S. AFFILIATE BY THE FOREIGN PAREI Int named in item 228 that changed its equity hold to the equity account, the payment of stock or of earnings during the period. Exclude the effect of and reorganizations in capital structure that do not not not consideration given (respectively). S. AFFILIATE BY DERSON OTHER THAN U.S. AFFILIATE Set in U.S. affiliate from— S. affiliate to— minus sum of items 247, 250, and 251	NT NA dings i cash o treasi	in the dividence of the control of t	U.S. nds ock ial the	quisition	3067 3068 3069 3070	1 1 1 1 1 1 1 1 5 5	Mil.	1) Thous.	l l l l l l l l l l l l l l l l l l l

254. is less than the value carried on the books of the U.S. affiliateRemarks

FORM BE-12(LF) (REV. 11/97) Page 13

Par						d
	ction D — PAYMENTS AND RECEIPTS AND LICENSE FEES, AND O		SERVICES BETWEEN U.S	. AFFILIATE AND FOREIGN	PARENT	
inte	er amounts received, paid, or entered into recompany accounts, whichever occurred for which payment was made	irst.		ts by U.S. affiliate to n parent		s to U.S. affiliate from n parent
kind	ude amounts for which payment was mad I. For an item entered into an intercompar ount prior to the reporting period, any		Net payment (after deduction of U.S. tax	U.S. tax withheld	Net receipt (after deduction of foreign	Foreign tax withheld
subs	sequent settlement of the account should eported in the items below, but should be		withheld) (1)	(2)	tax withheld) (3)	(4)
refle	ected only as a reduction in an intercompa bunt (items 238 and 239).		Bil. Mil. Thous. Dols	. Bil. Mil. Thous. Dols	. Bil. Mil. Thous. Dols.	
• INC	ORPORATED U.S. AFFILIATE		1	2		
255.	Dividends — On common and preferred stock, excluding stock and				į	
• UNI	liquidating dividends NCORPORATED U.S. AFFILIATE	3074	1	\$ 2		
	Distributed earnings	3075			1	
• ALL	U.S. AFFILIATES		1	2	3	4
257.	Interest — Include interest on capital leases.	3076			\$	\$
250	Develop linear free and other		1	2	3	4
256.	Royalties, license fees, and other fees for the use or sale of intangible property	3077				i
259.	Charges for use of tangible					I
	property Include rentals for operating leases of one year or less and net rent		l I		1	
	on operating leases of more than one year. Net rent is equivalent to the total lease payment less the return of capital		1	2	3	4
	(depreciation) component. Exclude film and television tape rentals.	3078				
	and television tape rentals.	3076	1	2	3	4
	Film and television tape rentals	3079				
261.	Allocated expenses and sales of services — Include allocated expenses				1	
	or reimbursements for management, professional, technical, or other				1	
	services that normally would be included in "other income" in the		1		1	
	income statement of the provider of the service (item 60) of this form for the				į.	
	U.S. affiliate) and payments or receipts for services that are separately billed and that would normally be included		1	2	3	4
	in sales or gross operating revenues of the seller of the services (item 57 of this					
	form for the U.S. affiliate).	3083	\$	\$	\$	\$
	Allocated expenses and sales of services by type — See Instruction				1	
	Booklet , pages 11 and 12, for an explanation of how to report each type				1	
	of service. a. Insurance services —				1	
	To avoid duplication with other BEA surveys report ONLY the following:				1	l l
	In column 1 report payments by the U.S. affiliate of premiums for the		1	2	3	4
	purchase of primary insurance from the foreign parent					
	In column 3 report losses paid by the foreign parent to the U.S. affiliate on					
	such insurance	3100	1	2	3	4
	b. Financial services	3101	·			
	T		1	2	3	4
	c. Transportation	3102	1	2	3	4
	d. Computer and information services	3103				
	e. Communication services	3104		2	3	4
	f. Other services — Include receipts	5104				
	or payments for other services that are separately billed and that would					
	normally be included in sales or gross operating revenues of the		l I		1	
	seller of the service (item 57 on this form for the U.S. affiliate) and					
	allocated expenses or reimbursements for management,			1	1	
	professional, technical, or other services that normally would be included in "other income" in the		1	2	3	4
	income statement of the provider of the service (item 60 on this form for					
	the U.S. affiliate)	3105	\$	\$	\$	\$
262.	BEA USE ONLY	2100	1	2	3	4
Sec	ction E — FOREIGN PARENT'S EQUITY			OME AND CERTAIN REALIZ	ZED	
Based	AND UNREALIZED GAINS (I		•	affiliate during FY 1997, enter	_	Amount (1)
			, , , , , ,	· ·		Bil. Mil. Thous. Dols
263.	Foreign parent's direct equity in U.S and local income taxes — Enter the fo	reign	parent's share of item 66.	ter provision for U.S. Fede	eral, State,	\$
264.	Foreign parent's share of certain reaforeign parent's share of item 59.	lized	and unrealized gains (loss	ses) included in net income		1
265	Foreign parent's share of U.S. Federa	al C+	ate and local income tows	e that are taken on cortain	3086	1
200.	unrealized gains (losses) included in	net i	ncome — Enter the portion	of item 63 that is taxes on ite	m 264. 3087	1
266.	Foreign parent's share of certain rea				directly to retained	\$

FOREIGN PARENT AND UBO INDUSTRY CODES

- 01 Government and government-owned or -sponsored enterprise, or quasi-government organization or agency
- 02 Pension fund Government run
- 03 Pension fund Privately run
- **04** Estate, trust, or nonprofit organization (that part of 5252 that is estates and trusts)
- **05** Individual

Private business enterprise, investment organization, or group engaged in:

- **06** Petroleum and natural gas: exploration, development, and extraction; oil and gas field services; refining; transport; storage; and wholesale and retail trade (1997 ISI codes 2111, 2132, 3242–3244, 4227, 4471, 4833, 4863, and 4932)
- NOTE All industries listed below exclude petroleum subindustries included in "Petroleum and natural gas," as defined above.
- 07 Agriculture, forestry, fishing and hunting (1997 ISI codes 1110–1140)
- **08** Mining (1997 ISI codes 2121-2127)
- **09** Construction (1997 ISI codes 2330-2350)
- 10 Transportation and warehousing (1997 ISI codes 4810-4939, except 4833, 4863, and 4932)
- 11 Utilities (1997 ISI codes 2211-2213)
- 12 Wholesale and retail trade (1997 ISI codes 4211-4229 except 4227 and 4410-4540, except 4471)
- 13 Banking, including bank holding companies (1997 ISI codes 5221 and 5229)
- **14** Holding companies (1997 ISI codes 5512 and 5513)
- 15 Other finance and insurance (1997 ISI codes 5223, 5224, 5231–5249, that part of 5252 that is not estates and trusts, and 5331)
- 16 Real estate (1997 ISI code 5310)
- 17 Information (1997 ISI codes 5111-5142)
- 18 Professional, scientific, and technical services (1997 ISI codes 5411–5419)
- 19 Other services (1997 ISI codes 1150, 2133, 5321, 5329, and 5611-8130)

Manufacturing, including fabricating, assembling, and processing of goods

- 20 Food (1997 ISI codes 3111-3119)
- 21 Beverages and tobacco products (1997 ISI codes 3121 and 3122)
- 22 Pharmaceuticals and medicine (1997 ISI code 3254)
- 23 Other chemicals (1997 ISI codes 3251-3259, except 3254)
- 24 Nonmetallic mineral products (1997 ISI codes 3271–3279)
- 25 Primary and fabricated metal products (1997 ISI codes 3311–3329)
- 26 Computer and electronic products (1997 ISI codes 3341–3346)
- 27 Machinery manufacturing (1997 ISI codes 3331–3339)
- 28 Electrical equipment, appliances and components (1997 ISI codes 3351-3359)
- 29 Motor vehicles and parts (1997 ISI codes 3361-3363)
- 30 Other transportation equipment (1997 ISI codes 3364–3369)
- **31** Other manufacturing (1997 ISI codes 3130–3231, 3261, 3262, 3370–3399)

FORM BE-12(LF) (REV. 11/97) Page 15

Part IV DIRECT TRANSACTIONS OR ACCOUNTS BETWEEN U.S. AFFILIATE AND FOREIGN AFFILIATES OF THE FOREIGN PARENT(S) (FAFP)

Report all direct transactions between the U.S. affiliate and FAFP. Do not include any direct transactions, accounts, or balances between the U.S. affiliate and the foreign parent — they must be reported in Part III. Do not net payables against receivables. In section A, report payments and liabilities to, and, in section B, report receipts and receivables due from FAFP by country.

Please continue with instructions on next page before completing items 267 through 295.

NOTE — Include in Section B, columns (2) and (3) (Receivables of U.S. affiliate FROM FAFP), CD's and other deposits of the U.S. affiliate held by foreign affiliates of the foreign parent

report receipts and receivables due from, FAFP	by co	untry.		filiates of				eposits o	of the U.S	s. attılı	ate he	ld by to	reign	
267. Does the U.S. affiliate have direct tra	ansac	tions with foreign affiliate	es of a	any foreig	gn pare	ent?								
4100 1 Yes – Complete the rest of		IV. Do not duplicate amou	nts re	ported in	Part III	<i>l</i> .								
2 ☐ No – SKIP the rest of Part	IV		_											
Country of foreign affiliate of				Current a	nd long	-term	liabili	ties or re	ceivable	S	inte	Interest,	, includin	g
foreign parent Enter amounts of \$1,000,000.00 or greater for	or	BEA USE ONLY		Close F	Y 1997			Close	FY 1996		(af	ter dedu	capital le action of l vithheld)	U.S.
all individual countries.		(1)		(2	!)			((3)				(4)	
Section A — U.S. AFFILIATE'S	Key					f U.S.	affil	iate TO					Accrued	
LIABILITIES AND PAYMENTS TO FAFP	code		Bil.	Mil.	Thous.	Dols.		Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols
268. Canada	A	1 100	2 \$!	3 \$!	\$			
200. Callada	4101	1	2			1	3			1	4			1
269. United Kingdom	4102	327												
		1	2			j	3			İ	4			İ
270. Netherlands	4103	319				1				1				
271. Japan	4104	614	2			[3				4			
271. Sapan 272. Other countries — <i>Specify</i>	4104	1	2				3				4			
2721 Canon Scaniance Speeding	4105									1				
		1	2				3]	4			
273.	4106		2											
274.	4107	1	2			 	3			 	4			
		1	2				3				4			
275.	4108													
		1	2				3				4			
276.	4109	1	2				3				4			-
277.	4110	ľ	ľ			! [ľ			! !				1
		1	2				3				4			
278.	4111					i								
		1	2				3			 	4			
279.	4112					<u> </u>								
280. Unallocated by country — Sum of amounts for each country for which		1	2			i	3			İ	4			i
each entry is less than \$1,000,000.00.	4113													
						1					_			
281. TOTAL — Sum of items 268 through 281	4149	1	2 \$			i	3 \$				\$ \$			
Section B — U.S. AFFILIATE'S	4143		Ů	D				-4- FBO	84 5450		Ψ			
RECEIVABLES AND RECEIPTS FROM FAFP			NC	Receiva OTE — Inc	lude CE	o's and	othe	r deposit				Receive	ed/accrue	d
NECEIF 13 FROM FAFF								e FAFP.						
		1	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols.	Bil.	Mil.	Thous.	Dols
282. Canada	4150	100	\$!	\$!	\$			
		1	2			İ	3				4			1
283. United Kingdom	4151	327												
		3 19	2			Ì	3				4			
284. Netherlands	4152	1	2			1	3			1	4			-
285. Japan	4153	614								[
Other countries — Specify		1	2				3				4			
202														
286.	4154	1	2				3				4			
287.	4155		ĺ											
		1	2				3				4			
288.	4156					1								
999	4457	1	2			j	3				4			
289.	4157	1	2			<u> </u>	3			<u> </u> 	4			1
290.	4158													1
		1	2			l	3			l	4			
291.	4159	1					2							
292.	4160		2				3				4			
	+100	1	2				3			1	4			
293.	4161													
294. Unallocated by country — Sum of														
amounts for each country for which each entry is less than \$1,000,000.00.	4162	1	2				3				4			
Cach chuy is 1655 than \$1,000,000.00.	4102													1
^{295.} TOTAL — Sum of items 282		1	2				3				4			
through 294	4199		\$			I	\$				\$			

DIRECT TRANSACTIONS OR ACCOUNTS BETWEEN U.S. AFFILIATE AND FOREIGN AFFILIATES OF THE FOREIGN PARENT(S) (FAFP) — Continued Part IV

Enter only one foreign country per line. If more lines than provided are needed in order to list all countries, use additional copied Part IV's and, at the top of the additional Part IV, identify each with the name of the U.S. affiliate shown in item 1 and the primary El Number, shown in item 4, of this Form BE-12(LF). An item needs to be reported by country only if it is \$1,000,000.00 or greater for that country. The instructions for Part III, Section D, items 257 through 261f. also apply to columns (4) through (10) below.

In column 9 enter the service number, from the chart on page 18, which represents the predominant type of service reported in column 8. In column 10 enter the percentage, to the nearest whole percent, of the total value in column 8 accounted for by the type of service specified in column 9.

Report all amounts in thousands of U.S. dollars, as illustrated.

Dols. Bil. Mil. Thous.

100 100	IMPO	ORTAI	NT				is \$1,125 ,					1		125	628	Dois.				
Marcha M		Key code	Royalties, lice other fees fo sale of intang	ense fees, or the use gible prop 5)			(6)				tape r	entals 7)			and sales (8)	of service 3)	S	number	neare nu	st whole mber
286			Ril Mil	Thous																
100 100		В		THOUS.	DOIS.		IVIII.	illous.	DOIS.		IVIII.	THOUS.	DOIS.		IVIII.	mous.	DOIS.	9	10	
270	268.		\$			\$			İ	\$			ì	\$			İ			%
270. 4193			5			6				7				8				9	10	
270. 408	269.	4102	F			6				7				0				٥	10	%
1	270.	4103	3		İ				İ	,			į						10	! !%
272. 410			5			6				7				8				9	10	
272. 4155	271.	4104																		%
272. 4155			5		ĺ	6			ĺ	7			į	Q			ĺ	a	10	- ¦
224. 4467 5	272.	4105								,										1 %
275. 4186			5			6				7				8				9	10	
275. 4160	273.	4106	_							_									10	%
276. 4190 5	27/	4107	5			6				/				8				9	10	 %
28. 4190 28. 4191 28. 4191 28. 4192 28. 4191 28. 4192 28. 4193 29. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 4193 20. 41	2/4.	4107	5			6				7				8				9	10	70
272. 4110 5 6 6 7 7 8 8 9 10 10 10 10 10 10 10 10 10 10 10 10 10	275.	4108																		1%
277. 4110 5 6 6 77 1 0 0 0 10 9 10 9 10 9 10 9 10 9 10			5			6			İ	7			ì	8				9	10	 _{0/}
273. 4110 278. 4111 279. 4122 280. 4133 281. 4140 282. 4135 283. 4151 284. 4152 285. 4150 286. 4152 286. 4154 287. 4155 288. 4151 288. 4151 288. 4151 288. 4152 288. 4151 288. 4151 288. 4152 288. 4151 288. 4152 288. 4151 288. 4152 288. 4151 288. 4152 288. 4152 288. 4152 288. 4153 288. 4151 288. 4152 288. 4152 288. 4152 288. 4152 288. 4152 288. 4152 288. 4152 288. 4153 288. 4154 288. 4155 288. 4155 288. 4152 288. 4152 288. 4152 288. 4152 288. 4153 288. 4154 288. 4155 288. 4155 288. 4155 288. 4156 289. 4157 289. 4157 289. 4157 289. 4158 289. 4157 289. 4157 289. 4158 289. 4157 289. 4158 289. 4157 289. 4158 289. 4158 289. 4158 289. 4158 289. 4158 289. 4158 289. 4157 289. 4158	2/6.	4109	5			6				7				8				9	10	%
278. 4112 5 6 7 7 8 9 10 7 7 8 9 10 7 8 9 10 7 8 9 10 7 8 9 10 7 8 9 10 7 8 9 10 7 8 9 10 7 8 9 10 7 8 9 10 7 8 9 10 8 9 10	277.	4110																		%
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	Service number	Type of service	
	1	Insurance	
	2	Financial	
	3	Transportation	
	4	Computer and information	
	5	Communication	
	6	All other	
Remarks — Please use this sp	pace for any explanations	that may be essential in understanding your rep	orted data.
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DIRECT TRANSACTIONS OR ACCOUNTS BETWEEN U.S. AFFILIATE AND FOREIGN AFFILIATES OF THE FOREIGN PARENT(S) (FAFP) — Continued

See the Instructions Booklet, pages 11 and 12, for a complete description of each service.

FORM BE-12(LF) (REV. 11/97) Page 18

FORM BE	-12(LF) Su	U.S. DEPARTMENT OF COMMERCE IST OF ALL U.S. AFFILIATES FULLY CONSOLIDATED INTO THE REPORTING U.S. AFFILIATE you filed a Supplement A or a computer printout of Supplement A with your 1996 BE-15 report, in lieu of completing a new upplement A, you may substitute a copy of that Supplement A or computer printout which has been updated to show any dditions, deletions, or other changes. In the supplement A or a computer printout of Supplement A or computer printout which has been updated to show any dditions, deletions, or other changes. In the supplement A or a computer printout which has been updated to show any dditions, deletions, or other changes. In the supplement A or a computer printout which has been updated to show any dditions, deletions, or other changes. In the supplement A or a computer printout which has been updated to show any dditions, deletions, or other changes. In the supplement A or a computer printout which has been updated to show any dditions, deletio														RCE YSIS		BEA U	ISE ON	LY						Pag	ge num	per	•										
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ORM BE-12(LF) Supple	ement B	U.S. DEPARTMENT OF COMMERCE BUREAU OF ECONOMIC ANALYSIS	BEA USE ONLY			Page number	
LIST OF AL	L U.S. AFFILIATES IN WHICH THE REPORTING AFFILIATE (AS CONSOLID OWNERSHIP INTEREST BUT WHICH ARE NOT FULLY CONSOLID	DATED) HAS A DIRECT	Name of U.S. affiliate as shown in ite	em 1, Part I of BE-12(L	LF)		
NOTE – If you filed a Supp	plement B or a computer printout of Supplement B with your 1996 BE-15 report, in lieu of	completing a new Supplement B, you may					
substitute a copy	of that Supplement B or computer printout to show any additions, deletions, or other char	nges.					
Supplement B must be complete U.S. affiliates listed below must a	d by a reporting affiliate which files a BE-12(LF) and has a direct ownership interest in a U.S. affiliate(s) w agree with item 9, Part I, of BE-12(LF). Continue listing onto as many additional copied pages as necessar	rhich is (are) not fully consolidated. The number of y.	Primary Employer Identification Nur	nber as shown in iten	n 4, Part I o	of BE-12(LF) 6210 1	
				Has affiliate			Percentage of direct ownership interest which the fully
BEA USE ONLY	Name of each U.S. affiliate in which a direct interest	Address of each U.S. affiliate nam	ned in column (2)	been notified of obligation to	Empl used	loyer Identification Number I by U.S. affiliate named in	consolidated U.S. affiliate named in item 1, Part I, of this BE-12(LF),
is held but which is not named in Supplement A		Give number, street, city, State, and ZIP Code		file? Mark (X) one	column (2) to file income and payroll taxes		holds in the U.S. affiliate named in column (2) — Enter percentage to
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